

Message Text

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ACTION EB-12

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AMEMBASSY ANKARA

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

AMEMBASSY NEW DELHI

FAA BRUSSELS

AMEMBASSY MUSCAT UNN

USINT BAGHDAD UNN

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DEPT PASS COMMERCE FOR COHEN AND EXIMBANK FOR YOUNG

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TAGS: EAIR, TU

SUBJECT: CIVAIR - TURKISH AIRLINES (THY) REEQUIPMENT; US JET
TRANSPORT SALES 1974 TO-DATE

SUMMARY: THY HAS ORDERED ONE NEW MCDONNELL DOUGLAS
DC-9-30 TWINJET, VALUED AT \$6.2 MILLION, FOR DELIVERY
SEPTEMBER 1975, REPLACING AIRCRAFT LOST ADANA EARLY
1972. US TRANSPORT AIRCRAFT SALES THIS REGION 1974
TO DATE NOW TOTAL RECORD BREADING \$555.4 MILLION, WITH
\$600 MILLION TARGET NOW CLEARLY IN SIGHT. END SUMMARY

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1. RCAA/CONGEN DISCUSSIONS THY DIRECTOR ENGINEERING

UNSAI AND DOUGLAS CONSULTANT BEIGDAS, OCTOBER 3, IN ISTANBUL INDICATE THY HAS SIGNED LETTER-OF-INTENT FOR ONE NEW MCDONNELL DOUGLAS DC-9-30 TWINJET, VALUED AT \$6.2 MILLION, INCLUDING SPARES, FOR DELIVERY SEPTEMBER 1975. THIS AIRCRAFT WILL REPLACE DC-9-30 LOST ADANA JANUARY 21, 1972 AND BRING TURKISH CARRIER'S DC-9-30 FLEET BACK UP TO EIGHT AIRCRAFT.

2. ORDER WAS ALSO SIGNIFICANT SINCE IT REPRESENTS FIRST IMPORTANT COMMERCIAL TRANSACTION BETWEEN THY AND DOUGLAS AIRCRAFT COMPANY SINCE TRAGIC LOSS DC-10-10 LAST SPRING. THY BOARD ON OCTOBER 2 APPROVED FINAL PROPOSAL COVERING THE NEW DC-9-30 AND FINAL CONTRACT SHOULD BE SIGNED IN ISTANBUL ON OR ABOUT OCTOBER 15. NO FINANCING WILL BE REQUIRED AS THY WILL BE PAYING FOR THE DC-9-30 WITH A PORTION OF INSURANCE PROCEEDS DERIVED FROM DC-10-10 CRASH. THE NEW AIRCRAFT WILL BE CONFIGURED AT 115 ALL-ECONOMY SEATS AND POWERED BY PRATT & WHITNEY JT8D-9 (14,500 LBS. TAKEOFF THRUST) TURBOFAN ENGINES.

3. AIRLINE PRESENTLY HAS NO SPECIFIC PLANS TO REPLACE THE LOST DC-10-10 BUT UNSAI AND BEIGDAS INDICATE THEIR HOPE REPLACEMENT DC-10-10 MAY BE ORDERED DURING 1975. AIRLINE'S PRESENT FLEET CONSISTS OF TWO MCDONNELL DOUGLAS DC-10-10'S, SEVEN DC-9-30'S, FOUR FOKKER-VFW F-28'S, ONE LEASED BOEING 707-321 (EX-PAN AM), AND FIVE LEASED BOEING 707-121B'S (EX-PAN AM). AIRCRAFT ON ORDER INCLUDE THE NEW DC-9-30 MENTIONED ABOVE AND FOUR BOEING ADVANCED 727-200 TRIJETS, FOR DELIVERY LATER THIS YEAR.

4. THE FOUR BOEING ADVANCED 727-200'S WILL BE DELIVERED ISTANBUL AS FOLLOWS: TWO NOVEMBER 21, ONE NOVEMBER 26, AND ONE NOVEMBER 30. THESE AIRCRAFT WILL BE CONFIGURED AT 167 SEATS, WILL BE POWERED BY PRATT & WHITNEY JT8D-15 ENGINES (15,500 LBS. TAKEOFF THRUST), AND WITH MAXIMUM GROSS TAKEOFF WEIGHT 191,000 LBS., ASSURING UNCOMPROMISED PAYLOAD CAPABILITY ISTANBUL-LONDON. THE DC-9-30 FLEET IS CONFIGURED AT EITHER 111 SEATS (WITH FOUR GALLEYS) OR 115 SEATS (WITH TWO GALLEYS). THE DC-10-10'S ARE CONFIGURED AT 345 SEATS.

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5. REGARDING THY'S LEASED BOEING FLEET, THE 707-321 IS BEING RETURNED TO LESSOR (GREYHOUND LEASING) THIS MONTH. THE FIVE 707-121B'S, CONFIGURED AT 174 SEATS, (FORMERLY 707-121'S RE-ENGINEED WITH JT3D TURBOFANS) ARE LEASED FROM FRED B. AYER AND ASSOCIATES. TWO OF THE 121B'S WILL BE RETURNED TO LESSOR DECEMBER 1974 WITH THE REMAINING THREE POSSIBLY BEING CONTINUED IN THY SERVICE AT LEAST THROUGH NEXT YEAR.

6. THY HAS FORMED A NEW NON-IATA CHARTER SUBSIDIARY, ANADOLOU, WHICH WILL HANDLE "CHAIN" WORKER-CHARTERS TURKEY-NORTHERN EUROPE AND WILL ALSO SOLICIT TOURIST-ORIENTED INCLUSIVE-TOUR AND PLANE-LOAD CHARTER TRAFFIC. COMMENCING NOVEMBER 1, THY'S TWO DC-10-10'S WILL BE FLYING THE COLORS OF ANADOLOU, HANDLING THE NIGHTLY SCHEDULED "CHAIN" WORKER-CHARTERS TURKEY-WEST GERMANY-NORTHERN EUROPE AND WILL ALSO CONTINUE THY DAILY SCHEDULED SERVICES ISTANBUL-PARIS AND DAILY SCHEDULED SERVICES ANKARA-ISTANBUL-FRANKFURT. IN UNSAL'S OPINION, ANADOLOU MAY REQUIRE A THIRD DC-10-10 FOR DEPLOYMENT SPRING 1976 WITH THE POSSIBILITY OF ADDITIONAL DC-10-10'S REQUIRED IN FOLLOWING YEARS. UNSAL IS HIGHLY PLEASED WITH THE MAINTAINABILITY, RELIABILITY AND CAPABILITY OF THE PRESENT TWO DC-10-10'S AND INDICATES THEY ARE BEING OPERATED AT SATISFACTORILY HIGH-LOAD FACTORS AND AT AN AVERAGE DAILY UTILIZATION PER AIRCRAFT OF ABOUT EIGHT HOURS.

7. INCLUDING RECENT SALES FOR LOCKHEED-CALIFORNIA L-1011-100 TRISTARS TO GULF AIR, ONE BOEING URU-237B TO AIR-INDIA AND THE DC-9-30 TO THY, US TRANSPORT AIRCRAFT SALES THIS REGION 1974 TO DATE TOTAL RECORD-BREAKING \$555.4MILLION WITH WIDEBODIED SALES TO KUWAIT AIRWAYS, ALIA ROYAL JORDANIAN, HOPEFULLY SYRIAN ARAB AIRLINES, AND POSSIBLY IRAQI AIRWAYS, TO CLOSELY FOLLOW.
GODLEY

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